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# foreign agriculture circular

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## horticultural products

Approved by the World Agricultural Outlook Board • USDA

FHORT 6-83  
June 1983

### HORTICULTURAL PRODUCTS REVIEW

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### EXPORT SUMMARY

U.S. exports of horticultural products during April were \$242 million, 7 percent above a year earlier. This marked the first time that monthly export value in fiscal year (FY) 1983 exceeded the corresponding period in FY 1982. The value of horticultural exports during the first 7 months of FY 1983 totaled \$1.6 billion, \$135 million less than in FY 1982.

The improved export performance in April was generated by a heavier movement of fresh fruit, particularly apples, oranges and grapefruit. Taiwan strengthened its position as the leading importer of U.S. apples with a six-fold increase in uptake during April 1983 compared to April 1982. Total apple shipments to Taiwan through April of FY 1983 were \$26.4 million, 75 percent ahead of last year's pace. A noticeable jump in orange exports to Hong Kong was also registered in April. This was accompanied by a healthy increase in unit price as a result of the weather induced reduction in export availability in California. April grapefruit exports to Japan and France, our two key overseas markets for this commodity, were up 5,600 tons and 6,100 tons, respectively. The heavier volume more than compensated for a 5 percent slip-page in export price from a year ago.

For further information on items in this circular, contact the Horticultural and Tropical Products Division, (202) 447-6590. All measures in this report, unless noted otherwise, are metric. One kilogram (kg)=2.2046 lbs., 1 metric ton=2,204.6 lbs., 1 liter=0.2642 gallon, and 1 hectare=2.471 acres.



## MARKET ACCESS AND OPPORTUNITIES

--Spain's labeling regulations for packaged foods have been modified to provide better information to consumers and to align them more closely with labeling regulations of the European Community. The toxic olive oil scandal, and related illnesses and death in 1981 and 1982, probably were also factors behind the modifications. The main provisions of the new labeling regulations are summarized below.

The following information, in Spanish, must be shown on labels: product name; ingredients; weight or volume; shelf life, except for fresh fruits and vegetables and wine; directions for preservation if applicable; identification of manufacturer, packer or importer; and country of origin. Outside containers must show the product or brand name, number and net contents inside the containers, and the name of the manufacturer or importer, if this information cannot be readily determined without opening the containers.

The minimum duration (shelf life) shall be expressed by "to be consumed preferably prior to..." followed by the day and month, in that order, for products with a shelf life less than three months, and the month and year in that order for products with a shelf life of three to eighteen months. Labels for products with a shelf life of more than eighteen months should include the phrase "To be consumed preferably before the end of...". Highly perishable products must show the words "Expiration Date" followed by the applicable day and month in that order.

All the dates involved (packing, minimum duration, and expiration) must be shown as follows: the day by the applicable digit or digits; the month by its name or by the first three letters or by two digits (from 01 through 12); the year, by four digits or by the last two digits.

--Non-alcoholic beer imported into the European Community is dutiable at a tariff rate of 15 percent, according to a recent decision by the EC Commission. Four EC member countries had argued for a tariff rate of 24 percent.

--Colombia has added additional products to the list of items subject to the prior approval system for imports (Horticultural Products Review, October 1982). Horticultural products added are vegetables for planting, brined olives, brined capers, and other brined vegetables, wine, cognac, brandy and similar alcoholic beverages, and concentrated extracts for the manufacture of beverages.

--The following seed potato varieties may now be imported into Venezuela without testing prior to importation: Sebago, Kennebec, Red Pontiac, and Norchip. Venezuelan authorities had previously required that all seed potato varieties from the United States be tested and approved by the National Fund for Agricultural Research (FONAIA) prior to importation.



--The Gulf Cooperation Council (GCC), has agreed on common external tariffs within the range of 4 to 10 percent for its member countries. Countries on the Arabian Peninsula, including Saudi Arabia and the United Arab Emirates, are members of the council. The new common tariff rates will be phased in over a five year period beginning September 1983. This means the end of duty-free entry for many products imported into Saudi Arabia and Kuwait. Countries will be authorized to establish "infant industry" protective tariff rates of 20 percent. The GCC also agreed to convert the Saudi Arabian Standards Organization into a GCC-wide body and to set up a common customs data bank.

## MARKET PROMOTION ACTIVITIES

--In East Berlin, a hotel menu promotion featuring U.S. products, U.S. product demonstrations, and agricultural symposia were jointly sponsored by the U.S. Agricultural Attache and AGENA, the agricultural import agent for the German Democratic Republic (GDR). The program ran from April 19 to April 22, 1983. Products featured at the menu promotion and demonstrations included U.S. citrus juices, wines, canned peaches and fruit cocktail. Citrus juices and wines were also featured at the symposia.

A good mix of end users, institutes, and importer organizations were present at the symposia. Restaurant guests responded favorably to the menu promotion and the restaurant management judged the activity to be a commercial success.

--The National Food and Agriculture Exposition, sponsored by the National Association of State Departments of Agriculture (NASDA) in cooperation with FAS, was held May 17-19 in Atlanta, Georgia. This was the first national food show ever to take place in the United States. Over 400 U.S. firms and associations exhibited at the show, displaying their products to almost 1,000 foreign buyers from Japan, Taiwan, West Germany and elsewhere. The exhibitors included the Cling Peach Advisory Board, Western Growers Association, Sunkist, Ocean Spray Cranberries, Texas Citrus Exchange, the North American Blueberry Council, and the Oregon Department of Agriculture.

--The Centre, a major importer/wholesaler and retailer in Doha, Qatar, is sponsoring, in cooperation with FAS, a two week promotion in its store in Doha to feature U.S. foods. This event will take place in October 1983. Firms interested in participating should contact Mr. Bruce Salter, General Manager, The Center, P.O. Box 5316, Doha, the State of Qatar; telex 4620; telephone 321-790. Copies of correspondence concerning participation should be sent to Mr. Ted Horoschak, Agricultural Trade Officer, American Embassy Manama, FPO NY 09526. Samples and price lists can be sent air freight to Mr. Salter. All subsequent transactions will be on a commercial basis.



COMMODITY UPDATE

--An investigation into the probable economic effects of the termination of import relief on domestic producers of prepared or preserved mushrooms has been instituted by the International Trade Commission following the receipt of a petition filed by domestic producers. Import relief for U.S. producers of canned mushrooms in the form of increased duties has been in effect since November 1, 1980 and is scheduled to terminate on November 1, 1983.

In February, 1982, the President proclaimed certain prepared and preserved mushrooms exempt from the increased duties. These included specialty mushrooms valued at over \$1.60/lb. and whole oriental mushrooms in retail-size containers. Imports of mushrooms under the exempt categories (TSUS 922.56) were expected to account for between 5 and 10 percent of total mushroom imports with Agaricus species, the dominant U.S. variety, constituting the bulk. However, between April, 1982, and March, 1983, 73 percent of canned mushroom imports (including straw mushrooms) entered under the 922.56 categories. These imports included 68 percent of imports from China, 72 percent of those from Taiwan and 82 percent of those from Hong Kong.

--An affirmative determination that canned mushrooms from China are being sold at less than fair value was announced on May 20 by the International Trade Administration of the Department of Commerce following its preliminary anti-dumping investigation. The estimated dumping margin ranged from 2.17 percent to 55.26 percent of the FOB value with a weighted average of 7.38 percent. A final determination will be made by August 1. (See Horticultural Products Review, Feb. 1983, page 5.)

--Severe drought in Bolivia has caused drastic shortages of potatoes--the staple food--and other major crops. The projected potato deficit is 533,000 metric tons or 70 percent of last season's production. Much of the shortfall will be met by relief shipments of grains.

--In Brazil, the orange crop being harvested in Sao Paulo State is estimated by the agricultural officer at 7.752 million tons (190 million 40.8 kilogram boxes), down nearly three percent from last year's harvest. Sao Paulo State in recent years has accounted for over three-fourths of Brazil's total crop. The number of bearing orange trees in Sao Paulo is estimated to be up three percent over last year. However, excessive rains and the late harvest of the 1982 crop has lowered yields for this season's harvest. Grower price negotiations for this season are nearing completion. In 1982, growers received an estimated \$1.27 per 40.8 kilogram box, compared with the \$2.12 received in 1981. A complete update report on Brazil and other important citrus producers in the Southern Hemisphere is scheduled for the July circular.

--French and Yugoslavian dried prune production in 1983--according to current indications--will fall short of the bumper 1982 crops now estimated at 32,000 tons and 27,327 tons, respectively. Smaller than anticipated fresh plum crops are expected to figure heavily in the decline. New crop production in France will be combined with projected carryover stocks of 9,000 tons as of August 31, 1983, 3,000 tons more than the 1982 carryover.



--New lemon reference prices have been prepared by the EC Commission for the 1983/84 season. The monthly average increase in the reference price over a year earlier is 15.1 percent in terms of European currency units (ECU). Whenever lemons are imported into the European Community at a price below the reference price, a countervailing charge is made. This charge equals the difference between the reference price and the entry price excluding the import duty. Monthly lemon reference prices for 1983/84 are shown below for the EC-9 and Greece converted to U.S. dollars at a rate of 1 ECU=\$0.9155.

		EC-9	Greece
		-----Dollars per 100 kilos-----	
June	1983	35.00	31.85
July	1983	38.61	35.13
August	1983	40.08	36.47
September	1983	35.52	32.33
October	1983	30.97	28.19
November	1983	27.81	25.31
December	1983	28.58	26.01
January	1984	30.01	27.31
February	1984	28.31	25.76
March	1984	28.88	26.28
April	1984	29.34	26.71
May	1984	32.06	29.18

A reference price of \$35.00 per 100 kilos is equal to \$6.03 per 38 pound carton of fruit.

--Argentina has eliminated its 10-percent export tax on fresh apples and pears in response to pressure from the local fruit sector. The tax had been in effect since July, 1982.

The country exported an estimated 230,000 tons of apples and 630,000 tons of pears in 1982. Fresh apple exports are projected to drop during the current season because of reduced supplies, more stringent Brazilian import regulations, and limited European demand. Argentine pear exports during 1983 should increase slightly, given a reduced crop in Europe.

--U.S. imports of bananas during the first 3 months of 1983 were 647,464 metric tons, up 20 percent from the comparable period in 1982. Ecuador, Honduras, Costa Rica, Colombia and Guatemala are the major suppliers of bananas to the United States.

Despite windstorm damage to the banana crops in Guatemala and Honduras last March, U.S. imports from these countries during January-March increased by 57 percent and 9 percent, respectively. All other major suppliers, except Nicaragua, showed gains in shipments to the United States. Banana wholesale prices have risen significantly from around \$11.00 per 40 pound box in May 1982 to about \$14.75 per 40 pound box in May of 1983.



## THE APPLE JUICE INDUSTRY OF ARGENTINA

Argentina is the foremost foreign supplier of imported concentrated apple juice (CAJ) to the United States. Although its share of U.S. imports has dropped as total U.S. imports increased, the growth of the Argentine industry has been remarkable.

Apple Production: Argentina's apple production is concentrated in Western Argentina, especially in the Rio Negro Valley, about 1,200 km (746 miles) southwest of Buenos Aires. The Province of Rio Negro contributes roughly 70 percent of the total crop, and the nearby provinces of Neuquen and Mendoza compose much of the balance. The combined production of the three areas is over 95 percent of the country's total, as can be seen in the following tabulation (data in metric tons <sup>1/</sup>):

Province	:	1981	:	1982
Rio Negro.....	:	648,200	:	576,000
Neuquen.....	:	113,200	:	120,000
Mendoza.....	:	116,200	:	82,500
Others.....	:	30,400	:	25,500
Total.....	:	908,000	:	804,000

SOURCE: Argentina, Secretaria de Estado de Agricultura y Ganaderia.

Total Argentine apple production in 1983 is estimated at 730,000 tons. The production, processing and marketing of apples and other deciduous fruit dominate the provincial economies of Rio Negro and Neuquen which encompass the Rio Negro Valley producing area.

Apple production in Argentina has stabilized. Under optimum conditions the country's output would be about one million tons. Non-bearing apple area was 3,550 hectares in 1982, about 6 percent of the total area planted with apples.

The majority of the apples are grown on farms averaging between 5 and 15 hectares. Irrigation is required. The predominant method is flood irrigation by furrows, as the network of rivers provides a plentiful supply of water and the soil has good drainage. Orchards are surrounded by poplars which provide protection from the intense winds and furnish lumber for packing crates.

All newer plantings utilize the spalding technique in which dwarf trees are trained on wires in a hedge manner. The advantages are ease of harvesting, fertilizer and pesticide application, and increased yields. The dwarf trees are more securely trained in this fashion, particularly from the strong prevailing winds.

<sup>1/</sup> One metric ton is equal to 52.49 42-lb. cartons



# ARGENTINA

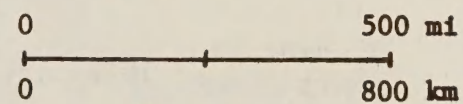


Apple growing areas are shaded.

Principal Apple Growing  
Provinces:

1. Rio Negro
2. Neuquen
3. Mendoza

SCALE



## APPLE JUICE

The Red Delicious and Granny Smith varieties now dominate Argentine apple production. In Rio Negro and Neuquen they account for about 55 and 33 percent, respectively, of total output. Rome Beauty is the most important remaining variety but many other types are grown including Red Spur, Black Winesap, Golden Delicious, and King David.

Most of the newer plantings are Red Delicious cultivars, notably Spur Lisa, a full-colored apple; and Rayada, a striped spur. New plantings of a Granny Smith cultivar, Granny Spur, have occurred, in part because the self pollinating Granny is interplanted with the red varieties which require pollinators.

Apple Marketing: The emphasis of the Argentine industry is the marketing of fresh apples, which command much higher prices than apples utilized for processing. Approximate grower returns in U.S. dollar equivalence for the 1983 season are \$160 to \$230 per metric ton for fresh utilization and \$45 to \$80 per ton for processed utilization.

To the Argentine growers, the fresh market is the preferred outlet. Some growers claim the present levels of returns from processing are far inadequate to cover the costs of production. The processing industry has, nevertheless, prospered and grown because of declining exports of fresh apples, an increase in the proportion of cull apples as growers have cut back on outlays for pesticide application and other cultural practices, and, finally, the growing market in the United States for CAJ.

In recent years about 30 percent of Argentina's apple production has been destined for fresh export markets, about 30 percent for the fresh domestic market, about 30 percent for CAJ, and approximately 10 percent is used for producing alcoholic apple cider for the domestic market. These percentages, however, vary from year to year along with variations in the size and quality of domestic and foreign crops.

The relative importance of Red Delicious and Granny Smith apples by market outlet is shown in the following tabulation which displays 1981 data, in percents, for the Provinces of Rio Negro and Neuquen:

Variety	Export	Domestic Fresh Consumption	Processing <sup>1/</sup>
Red Delicious..	57	68	49
Granny Smith..	34	22	37
Other.....	9	10	14
Total.....	100	100	100

<sup>1/</sup> Includes apples for cider.

SOURCE: Calculated from data prepared by Province of Rio Negro, Secretaria de Planeamiento, and CFA, no. 285, magazine published by Corporacion Fruticula Argentina.



In 1981, the processing sector in the 2 provinces utilized approximately 42 percent of total Red Delicious production, 55 percent of the Granny Smiths and 56 percent of other varieties.

The Red Delicious is Argentina's premier apple for fresh consumption, both in the domestic and export markets. It is the preferred import variety in Brazil, the leading Argentine export market. Granny Smith is the leading export variety to European markets, and, because of its high acidity, the choice apple of the processing sector.

However, Argentina's fresh export markets are becoming increasingly difficult to penetrate. If Argentine apple exports are even to maintain current levels, additional markets must be gained. Brazil has imposed more stringent import regulations in an effort to conserve foreign exchange and protect an expanding domestic industry. European imports are not growing. This year's plentiful supply necessitated voluntary export restrictions to the European Community from all Southern Hemisphere suppliers. Argentine exporters are exploring possible markets in the Far East and the Middle East as well as the United States.

Industry sources feel the domestic market has much potential. Negligence of this market is acknowledged, and attempts are being made to improve the promotion and distribution of apples for domestic consumption. Buenos Aires is virtually the only area of significant consumption outside the producing areas principally because of a lack of cold storage facilities in other potential market areas.

Apple Juice Production: Argentine CAJ is produced from the culls of the packing houses. The process varies only slightly among the various facilities. The apples are ground and pressed, the essence is stripped from the raw juice which is then treated for starch and pectin removal, filtered, condensed to proper concentration, cooled and drained. Some plants re-introduce the essence with the concentrate, others prefer not to. The concentrate is kept in cold storage (5°C or 41°F) to prevent browning and to enable the product to travel as unrefrigerated cargo to its export destination. Although processing yields may vary slightly from year to year and plant to plant, on the average, 1 metric ton of raw fruit yields 20.03 gallons of 71° brix concentrate.<sup>1/</sup>

CAJ production in Argentina, begun in the late 1960's, is a relatively young industry. Today the country boasts 16 processing plants with evaporation capacity, controlled by 14 companies. Thirteen plants are located in Rio Negro and 3 in Neuquen. In addition, about a dozen small firms grind and press fruit which is sold to these larger companies for evaporation.

No one firm dominates the industry. The largest company produces less than 20 percent of total output. Total capacity of all the firms is reportedly close to 600,000 tons of fresh fruit, or about twice the amount currently being processed.

<sup>1/</sup> One ton of 71° brix concentrate equals 195.34 U.S. gallons and is equivalent to 1,495 gallons of single strength (12° brix) apple juice. One gallon of 71° brix concentrate weights 11.286 lbs.

# APPLE JUICE

## ARGENTINA: PRODUCTION OF CONCENTRATED APPLE JUICE (CAJ), 1977-82 (Metric Tons)

1977	22,500
1978	25,500
1979	36,000
1980	39,000
1981	27,000
1982	27,700

SOURCE: Roy Ellard's Food News and  
U.S. Agricultural Counselor.

The plants operate year round, however 70-80 percent of production of CAJ occurs during the February-May period. During the latter part of the year the plants are processing fruit rejected from cold storage. The table below illustrates the seasonality of the production and marketing of CAJ. Note that marketings, which equal exports, are heaviest in the March-July period.

## PROVINCE OF RIO NEGRO, ARGENTINA: SUPPLY AND DISTRIBUTION OF CONCENTRATE APPLE JUICE BY MONTHS, 1981 (Metric Tons)

Month	Beginning Stocks	Production	Marketing	Ending Stocks
January.....	5,379	389	2,016	3,752
February.....	3,752	1,671	1,076	4,347
March.....	4,347	4,646	2,506	6,487
April.....	6,487	4,736	4,456	6,767
May.....	6,767	4,019	4,734	6,052
June.....	6,052	1,210	2,056	5,206
July.....	5,206	1,193	2,061	4,338
August.....	4,338	507	770	4,075
September.....	4,075	387	383	4,079
October.....	4,079	369	1,898	2,550
November.....	2,550	131	1,293	1,388
December.....	1,388	88	455	1,021
Total.....	---	19,346	23,704	---

SOURCE: Province of Rio Negro, Secretaria de Planeamiento



The cost of producing a gallon of concentrate during the 1983 season was roughly \$4.40. This includes labor, energy, fuel, clarifying agents, filtering aids, packaging, and apples at \$60 a ton. However, it is a common complaint among processors that their costs can never be accurately assessed, given the high rate of inflation and the rapid devaluation of the peso.

Most of the concentrate is packaged for export in 58-gallon drums. A high density, high molecular weight polyethylene is imported to construct these containers and is blown into drums locally. Each finished product costs about \$30.

Apple Juice Marketing: The concentrate moves in unrefrigerated trucks from the processing facilities to the port. Land freight rates for CAJ in drums during March, 1983 were \$23 per ton for shipments from Cipolletti, Rio Negro to Buenos Aires and \$29 per ton for shipments to Puerto Madryn. Rates to San Antonio Oeste are expected to be somewhat lower. Approximate ocean freight rates for apple concentrate in drums were (dollars per metric ton):

Departure	Arrival	
	West Coast : USA	East Coast USA
Buenos Aires	135	130
Puerto Madryn or San Antonio Oeste:	165	165

After mid-1983, most of Argentina's CAJ is expected to be exported from the new facilities at the port of San Antonio Oeste, replacing Puerto Madryn as the principal port of embarkation. CAJ exports from both of these Patagonian ports presently are entitled to a 13-percent export rebate, which more than compensates for the higher ocean freight. CAJ exported through Buenos Aires and other non-Patagonian ports is currently entitled to a 5-percent export rebate. San Antonio Oeste is located 460 kilometers (285 miles) east of Cipolletti, the center of the apple growing area in the Rio Negro Valley.

In addition to export rebates, CAJ exporters are eligible for pre-export financing covering 60 percent of the FOB value of their product. These loans must be repaid in 120 days; the monthly interest rate is 7 percent, which is well below the commercial loan interest rate of 11 percent per month. Further, since January, 1981, producers have been eligible for interest-free dollar denominated loans equivalent to \$180.00 per metric ton of CAJ exported. These loans are to be repaid within 10 years with a grace period of 2 years.

Partially offsetting these subsidies and incentives are the uncertainties created by Argentina's inflation of about 200 percent per year, rapid currency devaluation, and lack of continuity in government economic policies.

## APPLE JUICE

The United States usually receives about 85 percent of Argentine CAJ exports. Although the processors are in a seemingly precarious situation, essentially dependent upon the U.S. market, there are few attempts made at diversifying export outlets. U.S. consumption of apple juice has risen substantially since the onset of the Argentine exports, yet the Argentine processors believe that it has not yet reached its saturation point. Further, apple juice imports are currently afforded duty free access to the United States. This is in sharp contrast to the 42 percent ad valorem duty in the European Community.

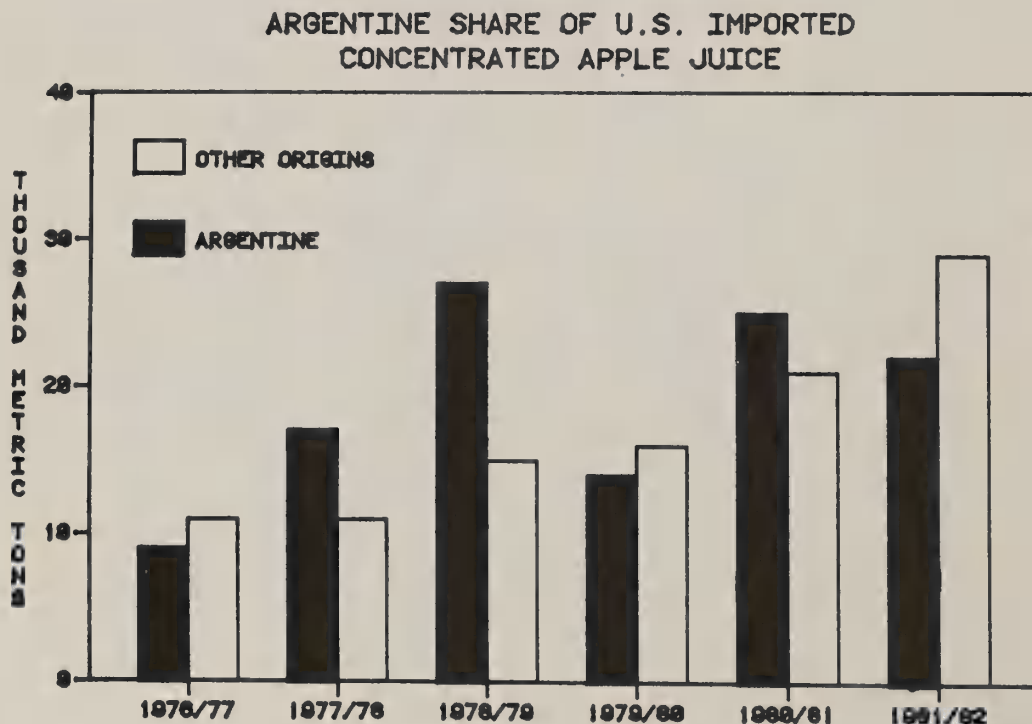
Canada, Sweden, Norway, Brazil and Venezuela are considered minor markets. The domestic market, which currently absorbs no more than 3 or 4 percent of production, is not lucrative for CAJ.

U.S. imports of Argentine apple juice were 21,540 metric tons (32.2 million single strength equivalent gallons) in 1981/82 (July-June), which was equal to 42 percent of total imports. Imports from Argentina in July-March 1982/83 were 18,260 tons, up 54 percent from the same period last season. Despite the increase, the Argentine share of U.S. imports declined to 27 percent compared to 34 percent during last season's comparable period.

According to U.S. Bureau of Census data, the price of U.S. imported apple juice during 1982 averaged \$1.53 per single-strength gallon equivalent, a considerable increase from the 1981 average of \$0.73 per gallon. (These prices are f.o.b. or f.a.s. exporting country.) Imported apple juice prices have returned to more normal levels during the first 3 months of 1983, as worldwide supplies are plentiful.

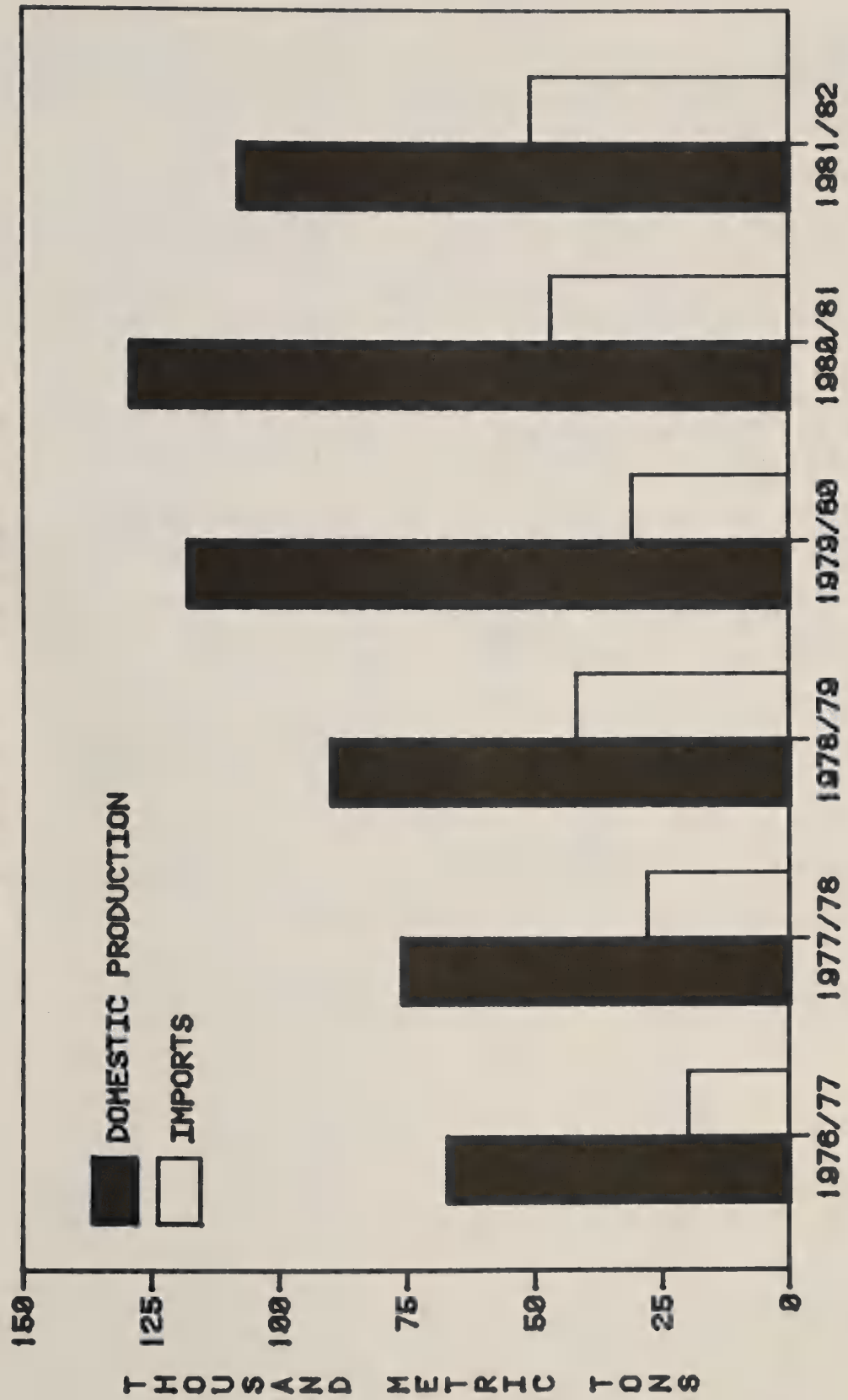
The East Coast is the point of arrival for about 75 percent of U.S. imported CAJ. The remainder goes primarily to the West Coast (roughly 14-17 percent), with lesser amounts destined for Gulf Ports and the Great Lakes Area.

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U.S. SUPPLY OF APPLE JUICE  
-CONCENTRATE EQUIVALENT-



## SOUTHERN HEMISPHERE DRIED FRUIT SITUATION

Production: Output of dried fruit (raisins, prunes, apricots, currants, peaches and pears) in major Southern Hemisphere producing countries is expected to decline by 10 percent in 1983. Production in 1982 was up by 34 percent over 1981.

Southern Hemisphere raisin production—including sultanas but not currants—is forecast to fall well below the 1982 level because of a 17 percent drop in Australian output. Total availability of Southern Hemisphere raisins, however, will be about the same as last year because of larger carryin stocks in Australia. Although dry weather reduced berry size in Australia, overall fruit quality appears good with a higher than normal sugar content. Rapidly increasing production costs, especially for harvest labor, could limit Australian output of raisins in future years. A record harvest is expected in South Africa because of favorable weather and an upswing in bearing acreage. The 1980 to 1983 period is regarded as a period of consolidation for the South African dried fruits industry. Considerable future growth is likely.

In Argentina, raisin production in 1983 is expected to exceed output in 1982 because of the greater availability of fresh grapes and a reduced diversion to wine. An increase in output is also forecast in Chile as more plantings established during the 1978-80 period reach maturity. However, future increases may be tempered by steadily rising production costs and lower export prices which have discouraged new plantings since 1981.

### RAISINS: STOCKS, PRODUCTION AND EXPORTS IN SELECTED SOUTHERN HEMISPHERE COUNTRIES, 1981-83 (1,000 metric tons)

Country	BEGINNING STOCKS				PRODUCTION				EXPORTS			
	1981	1982	1983	1/	1981	1982	1983	1/	1981	1982	1983	1/
Argentina.....	3.7	2.7	1.9	:	5.5	6.0	8.0	:	1.7	1.9	3.0	:
Australia 2/...	18.6	17.9	28.2	:	55.8	90.2	75.0	:	31.4	54.4	62.5	:
Chile.....	.4	.2	.1	:	2.5	2.5	3.0	:	.5	2.3	2.5	:
South Africa 3/:	3.9	2.9	4.2	:	23.9	24.7	25.5	:	17.2	16.1	16.1	:
Total.....	26.6	23.7	34.4	:	87.7	123.4	111.5	:	50.8	74.7	84.1	:

1/ Forecast. 2/ Includes lexia raisins (mostly muscats) which account for 7 to 10 percent of production and 4 to 7 percent of exports. 3/ Mainly Thompson seedless.

Commercial output of dried prunes in the major producing countries of the Southern Hemisphere is also expected to be down in 1983. Production in Argentina will be down by one-third because of excessive rainfall during flowering. A record low outturn is forecast for Australia due to drought conditions which severely affected the plum trees in New South Wales. In contrast, dried prune supplies from Chile and South Africa will expand as new plantings come into production.



DRIED PRUNES: PRODUCTION AND EXPORTS IN SELECTED  
SOUTHERN HEMISPHERE COUNTRIES, 1981-83  
(1,000 metric tons)

Country	PRODUCTION				EXPORTS			
	1981	1982	1983	1/	1981	1982	1983	1/
Argentina.....	7.5	9.0	6.0	:	5.6	6.5	5.5	
Australia.....	3.0	.8	.5	:	---	.1	---	
Chile.....	5.0	5.2	5.5	:	3.7	3.2	4.0	
South Africa.....	1.3	1.5	1.6	:	---	---	---	
Total.....	16.8	16.5	13.6	:	9.3	9.8	9.5	

1/ Forecast.

Trade: Southern Hemisphere raisin exports amounted to about 74,700 metric tons in 1982, much higher than in 1981 when 50,800 tons were exported, but still significantly below availability. Calendar 1981 exports were down because of adverse weather in Australia just prior to harvest and during the growing season.

Australia is the Southern Hemisphere's principal supplier of raisins for export. In 1982, sultana exports were up 78 percent from 1981 exports, but slightly below the 55,450 tons exported in 1980. As indicated below, sales to West Germany and the United Kingdom, among major markets, more than doubled between the two years, while those to Canada were up more than 79 percent.

RAISINS: AUSTRALIAN EXPORTS, BY TYPE AND DESTINATION, 1981 AND 1982  
(Metric Tons)

Country of destination	CALENDAR YEAR 1981		1/	CALENDAR YEAR 1982	
	Sultanas	Lexia		Sultanas	Lexia
Germany, Federal Rep. of..	8,204	17	:	17,316	---
Canada.....	6,719	244	:	12,047	303
United Kingdom.....	2,673	757	:	7,133	701
New Zealand.....	4,756	485	:	3,908	513
France.....	1,001	---	:	2,132	25
Japan.....	1,965	436	:	2,722	417
Others.....	4,034	146	:	6,961	202
Total.....	29,352	2,085	:	52,219	2,161

1/ Mostly seeded muscats.

SOURCE: Australian Bureau of Statistics.

## DRIED FRUIT

Export allocations for sultanas from the 1983 season are expected to total 62,500 tons. This would leave the country with a relatively small carryover at the end of 1983--perhaps about 15,000 tons. In addition to servicing traditional markets, Australian exporters will be attempting to break into new areas in the Middle East and Southeast Asia.

Raisins form the bulk of South Africa's dried fruit exports. Between 1981 and 1982, exports of raisins dropped from 17,200 tons to 16,100 tons. They held up as well as they did because most sales were made before the initiation of the EC subsidy scheme for Greek raisins destabilized the market. A devaluation of the South African rand helped minimize the effect of the recession in its export markets. For 1983, South African raisin exports are expected to remain essentially unchanged from 1982.

Argentine and Chilean exports of raisins nearly doubled (from 2,200 tons to 4,200 tons) between 1981 and 1982. Most exports went to other Latin American countries led by Brazil (for Argentina) and Peru (for Chile). Argentine and Chilean export availabilities are expected to be up again in 1983, but the severely depressed economies in Brazil and Peru are likely to adversely affect sales.

Exports of prunes from Southern Hemisphere countries are estimated at 9,800 tons in 1982, up 500 tons from 1981. The major supplier was Argentina with 6,500 tons, up 900 tons. Brazil is Argentina's major market, accounting for more than 84 percent of 1982 shipments. Calendar 1983 exports are expected to decline by 15 percent due to reduced supplies. Other exporters in 1982 included Chile with 3,282 tons, mainly to other Latin American markets, and Australia 121 tons, including 91 tons to New Zealand. South Africa is a net importer of prunes.

Other dried tree fruit crops are also produced and exported by Southern Hemisphere countries, especially South Africa. Exports from South Africa are likely to remain almost unchanged between 1982 and 1983.

### REPUBLIC OF SOUTH AFRICA: DRIED FRUIT EXPORTS (1,000 Metric Tons)

Item	:	1981	1982	1983 1/
Apricots.....	:	1,167	1,085	1,050
Peaches.....	:	370	1,064	1,000
Pears.....	:	167	237	350
Mixed Fruit.....	:	758	1,038	1,000
	:			
Total	:	2,462	3,424	3,400
	:			
1/ Forecast.				

In 1982, Australia's exports of dried apricots totaled 494 tons, including 301 tons to the United States.



Prices and Subsidies: Only Australia's sultanas are now under a price support arrangement. The new 5-year plan, which covers the 1982-86 seasons, provides for a guaranteed price equal to 90 percent of the average returns anticipated from the 1981-83 seasons. Returns from domestic and export sales are pooled. In 1982, growers received an overall average return of about 830 Australian dollars (US\$805 at June 1982 exchange rate) per metric ton, sweatbox basis. The 1983 price has been set lower in foreign currency terms, but reduced freight rates and the 10 percent devaluation of the Australian dollar last February are expected to offset the lower export market price.

South African returns from local and export sales are also pooled and distributed to growers after selling costs are deducted. Average grower returns for sultana raisins are forecast at the U.S. equivalent of \$900 per ton for 1983 compared to \$840 for 1981 and \$820 for 1982 <sup>1/</sup>. Returns for other raisins were substantially lower. In Argentina, export rebates for dried fruits were eliminated on May 5, 1982 and on July 5, 1982 a 10 percent export tax was imposed in order to increase government revenues. In September, 1982 the Central Bank re-established post-export financing loans for value added agricultural goods, including raisins and prunes. Such loans were removed in 1977.

C. Milton Anderson (202) 447-2252. Production estimates prepared by Bernadine Baker (202) 382-8891.

<sup>1/</sup> U.S. dollar per rand exchange rates: 1981-1.07, 1982-.97, 1983-.93



## HORTICULTURAL MARKETS

### MARKETING IN THE GERMAN DEMOCRATIC REPUBLIC

Although the German Democratic Republic (GDR), commonly referred to as East Germany, is not now a market for U.S. horticultural products, it could become a customer in the medium to long term for certain products such as dried fruit, nuts, canned fruit and citrus juices. The GDR is already a market for relatively sophisticated food items from Western Europe. Decision makers seemingly realize the importance of improving and expanding the quantity and quality of consumer products available. Contact with Western products through West German television and radio helps to raise the level of consumer awareness of these products. Moreover, tourism is increasing, expanding demand for western foods.

GDR imports of fresh fruits and vegetables generally originate from other East European countries and Cuba. Some fresh and numerous processed products are imported from Western Europe. In 1981 the GDR imported from Western European countries excluding West Germany 128 tons of canned fruit, 730 tons of citrus, 15,000 tons of dried fruit, 50,000 tons of fresh and frozen vegetables, 100,000 tons of beer and wine, and over 600,000 tons of various prepared foods. Over 4,500 tons of wine and 350 tons of hops were imported from West Germany in 1982 under a clearing account arrangement (inner German trade).

Per capita food consumption is at a relatively high level. For example, per capita consumption of vegetables (excluding potatoes), at 95.1 kilograms is almost as high as U.S. consumption. Fruit per capita consumption, at 58 kilograms, is 90 percent of the U.S. level. Because of the limited availability of expensive non-food items, purchasing power and demand are fairly strong for luxury food items, even at relatively high prices. In addition, catering in state-owned firms and schools accounts for a significant part of the food consumed.

Neither the supply system nor the GDR economy in general encourages innovation with the latest labor-saving or luxury foods. The level of technology in industrial kitchens, restaurants and homes is less developed than in Western Europe but better than in most other Eastern European countries. The availability of food items is not subject to sudden change with the exception of a few selected items sold in the Delikat or Intershop stores or in the better restaurants. Moreover, marketing, food presentation, and promotion play a less important role than in Western Europe.

Food retailing is mostly through government-owned and controlled outlets. Three distinctly different types of outlets carry food product lines: grocery cooperatives; Delikat stores, and the Intershop chain.

The normal grocery store is called a Konsum Genossenschaft (grocery cooperative) or an HO Lebensmittel-Geschaef (trade organization food store). They range from large supermarkets to small village stores. The shelves tend to be well stocked and staples are available at reasonable, highly subsidized prices. The products are often packaged unimaginatively and are of mediocre quality and selection.



The Delikat chain has over 600 outlets throughout the country and will soon expand to 750 stores. These small to medium sized specialty stores offer a wide variety of both imported and higher quality, domestically produced food items. Prices, in GDR marks, can fluctuate to reflect costs while in the HO or Konsum store, prices remain officially fixed.

The Intershop chain carries imported "luxury" goods such as fancy canned meats and baked goods. The average citizen has access to these stores, but his purchasing power is limited because all sales are for "hard currency" through the so-called "Forum Cheques".

Good to excellent cuisine is available only at several western-style hotels or at strategically located restaurants for tourists and business traffic. Most of these restaurants belong to the Interhotel chain. GDR citizens have access to these restaurants and can pay in GDR marks or hard currency.

In 1982 questions arose regarding the credit worthiness of the GDR. However, the country pulled through the liquidity squeeze with its reputation for prompt repayment intact, and is now a good cash or credit market for a number of European exporters

# U.S. EXPORTS

SELECTED HORTICULTURAL PRODUCTS : QUANTITY OF U.S. EXPORTS, APRIL AND SEASON-APRIL 1983, WITH COMPARISONS									
COMMODITY/COUNTRY AND BEGINNING OF SEASON	1982	1983	APRIL	SEASON-APRIL	1982	1983	APRIL	SEASON-APRIL	CHANGE FROM 1982
---(IN METRIC TONS)--- : PERCENT									
APPLES, FRESH (JULY 1)									
CANADA.....	5,234	3,264	52,326	34,866	-38	-33	15,970	90,567	93,913
TOTAL EC-TEN.....	1,267	1,787	11,922	9,182	-10	-58	60	1,833	9,377
FRANCE.....	30	42	422	224	-100	-100	16	867	29
GERMANY, FED. REP.....	---	---	28	---	---	---	---	1,259	626
GREECE.....	45	117	946	1,280	+158	+35	---	17	430
IRELAND.....	---	---	---	---	---	---	---	---	---
NETHERLANDS.....	101	54	1,658	583	-46	-66	43	2,593	986
NETHERLANDS, ANTILLES.....	1,090	1,615	8,644	7,273	+48	-16	1	1,135	54
OTHER EUROPE.....	65	---	4,956	3,455	-100	-29	---	---	---
FINLAND.....	---	---	6,253	5,635	---	---	---	---	105
NORWAY.....	17	42	5,818	1,987	-76	-66	32	60	65
SWEDEN.....	16	168	3,506	1,865	-1	-23	27	140	406
OTHER.....	1,672	2,006	38,866	36,903	-20	-25	4	25	57
TOTAL EUROPE.....	758	306	62,114	62,114	---	---	123	7,056	2,360
LATIN AMERICA.....	559	401	5,471	6,214	-28	+14	55	169	25
BERMUDA AND CARIBBEAN.....	2,319	13,417	35,244	62,001	+78	+76	9,581	15,252	51,846
CHINA, TAIWAN.....	329	1,853	17,640	24,181	+464	+37	9,332	9,733	26,909
HONG KONG.....	3,399	7,765	63,426	65,479	+128	+3	6,660	22,918	31,175
OTHER COUNTRIES.....	14,271	29,020	243,538	251,144	+103	+3	41,985	59,272	197,059
WORLD TOTAL.....	1,281	955	21,307	12,493	-25	-40	274	314	1,583
PEARS, FRESH (JULY 1)									
CANADA.....	---	---	722	172	---	-76	257	615	784
TOTAL EC-TEN.....	---	---	500	---	---	---	14	---	20
FRANCE.....	---	---	3	---	---	---	192	1,175	547
GERMANY, FED. REP.....	---	---	23	13	---	---	---	---	---
IRELAND.....	---	---	127	203	---	---	---	---	---
NETHERLANDS.....	---	---	344	209	---	---	---	---	---
OTHER EUROPE.....	---	---	92	94	---	---	---	---	---
FINLAND.....	---	---	284	150	---	---	---	---	---
NORWAY.....	---	---	1,013	657	---	---	---	---	---
SWEDEN.....	---	---	27	6	---	---	---	---	---
OTHER.....	---	---	1,915	1,497	-100	-22	---	---	---
TOTAL EUROPE.....	37	2	5,251	3,655	-30	-30	64	159	1,716
LATIN AMERICA.....	54	86	1,519	2,013	+60	+33	4,614	10,793	33,514
BERMUDA AND CARIBBEAN.....	164	30	7,096	10,241	-82	+44	286	550	4,001
HONG KONG.....	---	---	1,316	1,355	---	---	---	---	---
OTHER COUNTRIES.....	152	8	12,785	12,444	-95	-3	2,314	3,382	24,905
WORLD TOTAL.....	2,133	1,568	109,065	108,444	-26	-1	120	721	2,852
GRAPES, FRESH (JUNE 1)									
CANADA.....	1,722	1,462	79,184	77,239	-15	-2	4,061	4,203	33,871
TOTAL EC-TEN.....	---	---	500	590	---	+18	7,397	15,605	67,228
FRANCE.....	---	---	3	---	---	---	---	---	---
GERMANY, FED. REP.....	---	---	23	13	---	---	---	---	---
IRELAND.....	---	---	127	203	---	---	---	---	---
NETHERLANDS.....	---	---	344	209	---	---	---	---	---
OTHER EUROPE.....	---	---	92	94	---	---	---	---	---
FINLAND.....	---	---	284	150	---	---	---	---	---
NORWAY.....	---	---	1,013	657	---	---	---	---	---
SWEDEN.....	---	---	27	6	---	---	---	---	---
OTHER.....	---	---	1,915	1,497	-100	-22	---	---	---
TOTAL EUROPE.....	37	2	5,251	3,655	-30	-30	64	159	1,716
LATIN AMERICA.....	54	86	1,519	2,013	+60	+33	4,614	10,793	33,514
BERMUDA AND CARIBBEAN.....	164	30	7,096	10,241	-82	+44	286	550	4,001
HONG KONG.....	---	---	1,316	1,355	---	---	---	---	---
OTHER COUNTRIES.....	152	8	12,785	12,444	-95	-3	2,314	3,382	24,905
WORLD TOTAL.....	2,133	1,568	109,065	108,444	-26	-1	120	721	2,852
LEMONS, FRESH (AUG 1)									
CANADA.....	1,261	862	10,529	8,003	-32	-24	324	299	2,414
TOTAL EC-TEN.....	701	1,896	12,448	5,438	+71	-56	2,988	1,700	2,414
FRANCE.....	17	442	2,939	616	---	-79	181	81	1,716
GERMANY, FED. REP.....	38	17	88	34	-54	-61	---	---	---
IRELAND.....	222	1,130	3,300	4,168	+08	+26	357	160	4,769
NETHERLANDS.....	---	---	2,729	---	---	---	775	216	4,750
NETHERLANDS, ANTILLES.....	420	236	3,189	548	-44	-83	---	---	---
OTHER EUROPE.....	4	---	203	71	---	-65	---	---	---
FINLAND.....	---	---	35	52	---	---	---	---	---
NORWAY.....	24	191	2,032	1,076	+32	-46	1,116	689	7,360
SWEDEN.....	---	---	22	8	---	-60	211	124	899
OTHER.....	727	2,125	6,505	6,595	+192	-55	186	357	2,468
TOTAL EUROPE.....	56	---	368	15	-100	-96	79	57	2,600
LATIN AMERICA.....	727	2,125	6,505	6,595	+192	-55	186	357	2,468
BERMUDA AND CARIBBEAN.....	449	520	3,190	3,537	+16	+1	33	156	1,357
HONG KONG.....	10,771	10,043	79,316	80,298	-7	+1	180	156	1,357
JAPAN.....	89	201	1,201	3,453	+186	+17	204	242	2,354
OTHER COUNTRIES.....	13,360	13,753	109,264	101,714	+3	-6	3,403	2,200	3,536
WORLD TOTAL.....	---	---	---	---	---	---	---	---	---



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# U.S. EXPORTS

## SELECTED HORTICULTURAL PRODUCTS : QUANTITY OF U.S. EXPORTS, APRIL AND SEASON-APRIL 1983, WITH COMPARISONS

COMMODITY/COUNTRY AND BEGINNING OF SEASON	1982	1983	APRIL	SEASON- 1982	APRIL	1983	APR:80S- APR	CHANGE FROM 1982

----- (IN METRIC TONS) ----- : PERCENT

----- (IN METRIC TONS) ----- : PERCENT

PEARS, CANNED (JUNE 1)								
CANADA.....	46	75	486	417	+62	-14		
TOTAL EC-TEN.....	16	6	255	170	-66	-33		
BELGIUM-LUX.....	7	1	99	7	-92	-93		
DENMARK.....	1	1	32	4	-32	-87		
GERMANY, FED. REP.....	1	1	12	1	-100	-100		
ITALY.....	1	1	2	1	-35	-35		
NETHERLANDS.....	5	6	87	106	+3	+22		
UNITED KINGDOM.....	23	17	23	17	-27	-27		
OTHER EUROPE.....	37	5	37	5	-100	-85		
NORWAY.....	7	7	73	36	-100	-50		
SWEDEN.....	1	5	274	78	+681	-71		
OTHER.....	1	1	54	42	-23	-23		
TOTAL EUROPE.....	34	12	693	332	-66	-52		
LATIN AMERICA.....	29	3	245	191	-90	-22		
BERMUDA AND CARIBBEAN.....	7	21	123	97	+196	-21		
HONG KONG.....	4	1	18	35	-71	+96		
JAPAN.....	27	23	80	76	-14	-5		
OTHER COUNTRIES.....	67	229	964	1,019	+240	+15		
WORLD TOTAL.....	214	364	2,608	2,257	+69	-13		

APRICOTS, CANNED (JUNE 1)								
CANADA.....	22	13	271	272	-38	+1		
TOTAL EC-TEN.....	1	1	86	11	-100	-53		
BELGIUM-LUX.....	1	1	17	1	-92	-92		
DENMARK.....	1	1	1	1	-100	-93		
GERMANY, FED. REP.....	1	1	1	1	-100	-93		
ITALY.....	1	1	1	1	-100	-93		
NETHERLANDS.....	5	47	21	21	-100	-55		
UNITED KINGDOM.....	10	14	14	14	-48	-48		
OTHER EUROPE.....	3	11	3	11	-100	-43		
NORWAY.....	1	15	15	15	-100	-43		
SWEDEN.....	1	1	1	1	-100	-43		
OTHER.....	1	1	1	1	-100	-43		
TOTAL EUROPE.....	8	124	66	66	-93	-47		
LATIN AMERICA.....	52	5	386	459	-90	+19		
BERMUDA AND CARIBBEAN.....	16	1	53	52	-94	-2		
HONG KONG.....	1	14	30	30	-86	+107		
JAPAN.....	19	76	72	72	-6	-6		
OTHER COUNTRIES.....	35	230	291	291	+406	+27		
WORLD TOTAL.....	132	89	1,155	1,243	-32	+8		

----- (IN METRIC TONS) ----- : PERCENT

----- (IN METRIC TONS) ----- : PERCENT

PINEAPPLE, CANNED (JUNE 1)								
CANADA.....	755	478	7,125	7,213	-37	+1		
TOTAL EC-TEN.....	204	135	2,191	2,246	-34	-43		
BELGIUM-LUX.....	13	6	147	80	-54	-45		
DENMARK.....	1	1	21	46	-124	-124		
GERMANY, FED. REP.....	14	39	71	39	-100	-45		
ITALY.....	23	68	1,020	497	+201	-51		
NETHERLANDS.....	154	61	865	521	-60	-40		
UNITED KINGDOM.....	38	38	38	62	-62	+65		
OTHER EUROPE.....	170	5	128	13	-97	-98		
NORWAY.....	374	140	302	107	-64	-64		
SWEDEN.....	9	9	106	192	-77	+82		
OTHER.....	43	387	231	231	-80	-40		
TOTAL EUROPE.....	3	3	14	7	-84	-47		
LATIN AMERICA.....	72	65	524	341	-10	-35		
BERMUDA AND CARIBBEAN.....	70	16	602	272	-78	-55		
HONG KONG.....	1,327	709	11,600	9,625	-47	-17		
JAPAN.....								
OTHER COUNTRIES.....								
WORLD TOTAL.....								

MIXTURES 25 FRUIT, PREP/PRES:								
CANADA.....	1,073	812	14,546	11,735	-24	-19		
TOTAL EC-TEN.....	981	496	5,862	4,990	-49	-15		
BELGIUM-LUX.....	62	1	700	555	-100	-21		
DENMARK.....	2	15	30	38	+509	+509		
GERMANY, FED. REP.....	325	344	2,790	3,329	+6	+19		
GREECE.....	1	1	1	16	+1,543	+1,543		
ITALY.....	12	12	12	13	-4	-4		
NETHERLANDS.....	577	87	2,117	737	-85	-65		
UNITED KINGDOM.....	15	48	209	288	+229	+38		
OTHER EUROPE.....	31	62	512	453	-100	-12		
NORWAY.....	62	20	932	977	-68	+5		
SWEDEN.....	91	66	1,120	1,488	-28	+33		
OTHER.....	130	31	1,790	1,058	-76	-39		
TOTAL EUROPE.....	1,295	612	10,166	8,967	-53	-12		
LATIN AMERICA.....	222	124	3,189	1,543	-44	-52		
BERMUDA AND CARIBBEAN.....	182	196	1,445	1,355	-63	-6		
HONG KONG.....	203	203	2,104	2,825	+11	+35		
JAPAN.....	757	302	3,259	2,875	-60	-13		
OTHER COUNTRIES.....	601	846	6,202	6,453	+7	+6		
WORLD TOTAL.....	4,250	2,895	40,952	35,453	-32	-13		

----- (IN METRIC TONS) ----- : PERCENT

----- (IN METRIC TONS) ----- : PERCENT

PEACHES, CANNED (JUNE 1)								
CANADA.....	999	957	13,623	11,153	-4	-18		
TOTAL EC-TEN.....	101	900	3,006	6,034	+788	+101		
BELGIUM-LUX.....	25	25	358	311	-100	-13		
DENMARK.....	22	64	64	13	-100	-80		
GERMANY, FED. REP.....	25	888	2,178	5,432	+149	+149		
ITALY.....	12	12	12	15	-20	-20		
NETHERLANDS.....	29	12	286	223	-60	-22		
UNITED KINGDOM.....	5	107	515	84	-100	-84		
OTHER EUROPE.....	45	23	665	616	-47	-7		
NORWAY.....	127	19	930	698	-85	-25		
SWEDEN.....	51	12	430	251	-77	-42		
OTHER.....	329	953	5,545	7,683	+190	+39		
TOTAL EUROPE.....	153	63	153	2,046	-59	-62		
LATIN AMERICA.....	94	11	389	253	-88	-35		
BERMUDA AND CARIBBEAN.....	82	28	481	1,113	-65	+131		
HONG KONG.....	1,192	82	7,086	8,496	+34	+20		
JAPAN.....	205	226	1,992	2,642	+11	+33		
OTHER COUNTRIES.....	2,754	3,432	34,564	33,386	-25	-33		
WORLD TOTAL.....								

CHERRIES, SWEET 1/2 TART, CND:								
CANADA.....	57	83	321	495	+46	+54		
TOTAL EC-TEN.....	31	31	85	1,532	+991	+991		
BELGIUM-LUX.....	1	1	1	606	+605	+605		
DENMARK.....	1	1	1	1	-100	-100		
FRANCE.....	1	1	1	1	-100	-100		
GERMANY, FED. REP.....	1	1	1	1	-100	-100		
ITALY.....	1	1	1	1	-100	-100		
NETHERLANDS.....	4	4	33	153	+367	+367		
UNITED KINGDOM.....	47	47	47	47	-85	-85		
OTHER EUROPE.....	10	5	10	5	-50	-50		
NORWAY.....	8	8	8	8	-90	-90		
SWEDEN.....	3	3	13	54	+9	+310		
OTHER.....	3	3	112	1,599	+991	+991		
TOTAL EUROPE.....	75	2	328	1,42	-98	-57		
LATIN AMERICA.....	3	3	35	91	-92	+21		
BERMUDA AND CARIBBEAN.....	3	3	35	57	-34	+69		
HONG KONG.....	44	88	93	574	+101	-36		
JAPAN.....	12	70	138	285	+71	+107		
OTHER COUNTRIES.....	197	279	1,901	3,243	+41	+71		
WORLD TOTAL.....								



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## SELECTED HORTICULTURAL PRODUCTS : QUANTITY OF U.S. EXPORTS\*

SELECTED HORTICULTURAL PRODUCTS : QUANTITY OF U.S. EXPORTS.									
APRIL AND MAY 1983, WITH COMPARISONS									
COMMODITY/COUNTRY AND BEGINNING OF SEASON	1982	1983	APRIL 1982	APRIL 1983	SEASON- 1982	SEASON- 1983	CHANGE FROM 1982	PERCENT	GALLONS
CONCENTRATED JUICES									
CANADA.....	43,611	47,497	316,474	242,367	49	-23			
TOTAL EC-TEN.....	113,353	47,408	1,051,597	738,363	-59	-30			
BELGIUM-LUX.....	17,028		66,432	34,056	-100	-69			
DENMARK.....			22,830	18,457	-19				
FRANCE.....	18,800		43,452	23,040	-97	-47			
GERMANY, FED. REP.....			315,715	315,715	0	0			
IRELAND.....	50,310		261,846	105,946	-100	-60			
NETHERLANDS.....	26,625	8,458	125,276	73,775	-68	-41			
UNITED KINGDOM.....	1,390		223,540	167,994	-100	-25			
OTHER EUROPE.....									
FINLAND.....			30,808	18,720	-100	-52			
NORWAY.....			29,468	18,720	-100	-52			
SWEDEN.....			16,720	16,720	0	0			
OTHER.....			11,448	26,912	59	45			
TOTAL EUROPE.....	141,140	77,176	1,449,860	976,863	-45	-37			
LATIN AMERICA.....	4,931		22,955	8,567	-100	-63			
BERMUDA AND CARIBBEAN.....	3,429		239,847	106,853	-100	-56			
HONG KONG.....	23,536		50,200	23,953	-52	-36			
JAPAN.....	26,658		25,804	69,047	158	18			
OTHER COUNTRIES.....	11,792	143,424	978,699	911,158	-22	-7			
WORLD TOTAL.....	361,297	335,282	3,627,082	2,563,350	-31	-21			
GRAPEFRUIT, FROZEN (NOV 1).....									
CANADA.....	14,766	38,043	276,270	196,500	-158	-29			
TOTAL EC-TEN.....	35,832		24,905	49,759	-100	-65			
BELGIUM-LUX.....	24,375		282,451	1,050	-100	-100			
FRANCE.....				17,871	0	0			
GERMANY, FED. REP.....			11,005	11,005	0	0			
ITALY.....	2,832		2,832	30,878	-100	-99			
NETHERLANDS.....	8,625		17,250	30,878	-100	-99			
UNITED KINGDOM.....			11,305	11,305	0	0			
OTHER EUROPE.....									
SWEDEN.....			5,265	3,900	-100	-36			
OTHER.....	4,758		172,459	69,055	-100	-62			
TOTAL EUROPE.....	40,590		234,952	119,754	-100	-76			
LATIN AMERICA.....	3,488			550	-100	-98			
BERMUDA AND CARIBBEAN.....	6,552	9,188	98,346	41,166	-40	-58			
HONG KONG.....				7,661	0	0			
JAPAN.....	4,392	310	5,763	13,964	-93	-142			
OTHER COUNTRIES.....	2,950	114,972	55,233	233,602	0	0			
WORLD TOTAL.....	72,738	162,513	961,693	611,747	-123	-36			
PINEAPPLE JUICE CONC JUNE 1.....									
CANADA.....	14,766	38,043	276,270	196,500	-158	-29			
TOTAL EC-TEN.....	35,832		24,905	49,759	-100	-65			
BELGIUM-LUX.....	24,375		282,451	1,050	-100	-100			
FRANCE.....				17,871	0	0			
GERMANY, FED. REP.....			11,005	11,005</					

TIME 1983

PHOTOGRAPHIC AND TROPICAL FORESTS DIVISION FAS/ISDA



SELECTED HORTICULTURAL PRODUCTS : QUANTITY OF U.S. EXPORTS,  
APRIL AND SEASON-APRIL 1983, WITH COMPARISONS

COMMODITY/COUNTRY AND BEGINNING OF SEASON	1982		1983		SEASON- APRIL		CHANGE FROM 1982 APR: BOS- APR
	APRIL	1982	1983	1982	1983		

		(IN METRIC TONS)		PERCENT	
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HOPS EXTRACT (SEPT 1)	14	17	62	-90	+258
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CANADA	42	347	342	-49	+1
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TOTAL EC-TEN	7	34	47	-100	+37
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BELGIUM-LUX	---	---	---	---	---
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DENMARK	---	1	---	---	-62
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FRANCE	---	10	4	---	-59
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GERMANY, FED. REP.	32	85	106	-91	+24
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GREECE	---	---	---	---	-100
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IRELAND	---	1	---	---	-79
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NETHERLANDS	---	68	53	---	-22
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UNITED KINGDOM	2	18	120	+807	+23
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OTHER EUROPE	---	50	12	---	-77
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FINLAND	---	---	---	---	-100
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SWEDEN	12	30	50	-100	+65
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OTHER	54	378	392	-61	+4
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TOTAL EUROPE	64	87	1,034	+36	-19
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LATIN AMERICA	---	---	---	---	---
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BERMUDA AND CARIBBEAN	---	14	38	---	+162
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OTHER COUNTRIES	---	17	---	---	-100
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WORLD TOTAL	158	351	1,679	-29	-56
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ONIONS, FRESH (OCT 1)	3,278	4,622	25,699	+41	-17
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CANADA	429	849	1,802	+96	+112
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TOTAL EC-TEN	53	53	---	-100	---
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FRANCE	---	---	---	---	-100
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GERMANY, FED. REP.	53	53	38	-100	-28
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GREECE	---	---	---	---	-100
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IRELAND	---	20	20	---	---
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NETHERLANDS	109	71	126	-71	-35
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UNITED KINGDOM	213	750	1,673	+252	+185
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OTHER EUROPE	---	---	---	---	---
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TOTAL EUROPE	429	842	1,802	+96	+112
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LATIN AMERICA	54	26	7,117	-852	-74
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BERMUDA AND CARIBBEAN	211	22	1,360	-721	-89
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HONG KONG	---	29	2,781	---	+281
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JAPAN	1	33	78,677	---	-96
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OTHER COUNTRIES	76	36	2,652	-1283	-52
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WORLD TOTAL	4,050	5,611	37,184	+39	-70
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FRENCH FRIES, FROZ (OCT 1)	---	---	---	---	---
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CANADA	---	25	25	---	-27
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TOTAL EC-TEN	158	229	1	-100	-99
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NETHERLANDS	---	---	1	---	---
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UNITED KINGDOM	158	229	---	-100	-100
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OTHER EUROPE	---	---	---	---	---
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FINLAND	---	14	---	---	-100
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SWEDEN	29	8	118	---	---
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OTHER	---	---	---	---	---
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TOTAL EUROPE	158	29	119	-81	-52
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LATIN AMERICA	54	---	506	-100	-33
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BERMUDA AND CARIBBEAN	131	97	1,077	-1138	-26
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HONG KONG	240	319	1,564	-2,280	+33
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JAPAN	3,164	2,921	20,804	-8	+9
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OTHER COUNTRIES	263	417	1,634	+934	+18
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WORLD TOTAL	4,010	3,808	26,807	-5	+10
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POTATOES, FRESH (OCT 1)	---	---	---	---	---
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CANADA	8,605	5,898	20,188	-31	-19
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TOTAL EC-TEN	---	2	2	---	-92
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FRANCE	---	1	1	---	---
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GERMANY, FED. REP.	---	1	1	---	---
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GREECE	---	---	---	---	-100
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UNITED KINGDOM	---	18	---	---	-100
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OTHER EUROPE	---	---	---	---	---
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SWEDEN	34	84	238	+150	+38
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OTHER	---	---	38	---	---
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TOTAL EUROPE	34	86	277	+155	+41
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LATIN AMERICA	30	86	394	-97	-95
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BERMUDA AND CARIBBEAN	266	269	1,838	+1	-2
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HONG KONG	3	7	88	+100	+79
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OTHER COUNTRIES	74	25	395	-65	-34
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WORLD TOTAL	9,847	6,315	23,180	-36	-36
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SELECTED HORTICULTURAL PRODUCTS : QUANTITY OF U.S. EXPORTS,  
APRIL AND SEASON-APRIL 1983, WITH COMPARISONS

COMMODITY/COUNTRY AND BEGINNING OF SEASON	1982		1983		SEASON- APRIL		CHANGE FROM 1982 APR: BOS- APR
	APRIL	1982	1983	1982	1983		

		(IN METRIC TONS)		PERCENT	
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ORANGE OIL (NOV 1)	3	21	15	-100	-30
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CANADA	76	490	484	+145	-1
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TOTAL EC-TEN	---	6	15	---	+798
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BELGIUM-LUX	10	26	7	-97	-74
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DENMARK	---	---	---	---	---
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FRANCE	22	4	46	-84	-45
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GERMANY, FED. REP.	8	143	117	+238	-18
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GREECE	---	---	2	---	---
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IRELAND	---	11	3	---	-77
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NETHERLANDS	7	5	14	---	+184
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UNITED KINGDOM	35	174	255	+292	+47
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OTHER EUROPE	---	45	25	---	-44
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FINLAND	---	---	---	---	---
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SWEDEN	1	2	2	---	+44
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OTHER	59	269	67	-56	-75
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TOTAL EUROPE	135	762	554	+57	-27
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LATIN AMERICA	11	55	205	+290	+71
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BERMUDA AND CARIBBEAN	---	---	2	---	---
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OTHER COUNTRIES	---	94	55	---	-41
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WORLD TOTAL	21	1,208	253	+124	-79
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JAPAN	21	92	60	-50	-35
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OTHER COUNTRIES	193	2,232	1,144	+75	-49
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LEMON OIL (NOV 1)	---	---	---	---	---
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CANADA	1	25	3	-66	-87
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TOTAL EC-TEN	15	140	120	-42	-14
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BELGIUM-LUX	---	1	11	---	-28
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DENMARK	---	---	---	---	---
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FRANCE	6	37	1	+948	+25
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GERMANY, FED. REP.	---	8	4	---	-49
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GREECE	---	---	---	---	-100
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IRELAND	9	25	4	-100	-84
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NETHERLANDS	---	---	---	---	-100
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UNITED KINGDOM	1	15	4	---	-76
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OTHER EUROPE	---	39	87	-100	+125
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TOTAL EUROPE	4	10	10	-42	-6
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LATIN AMERICA	19	150	130	-42	-13
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BERMUDA AND CARIBBEAN	---	1	17	+661	---
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HONG KONG	---	---	---	---	-32
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JAPAN	4	31	36	+93	+14
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OTHER COUNTRIES	11	27	8	-66	-71
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WORLD TOTAL	35	236	195	-35	-18
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HOPS (SEPT 1)	---	---	---	---	---
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CANADA	70	2,017	1,624	-100	-20
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TOTAL EC-TEN	200	2,647	1,087	+102	-59
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# U.S. EXPORTS

## SELECTED HORTICULTURAL PRODUCTS : QUANTITY OF U.S. EXPORTS, APRIL AND SEASON-APRIL 1983, WITH COMPARISONS

COMMODITY/COUNTRY AND BEGINNING OF SEASON	APRIL		SEASON- APRIL		: CHANGE	
	1982	1983	1982	1983	: FROM 1982	: APR: BOS- : APR
: -----(IN METRIC TONS)----- : PERCENT						
GARLIC DEHYDRATED (JAN 1)						
CANADA.....	144	86	298	223	-40	-25
TOTAL EC-TEN.....	104	48	175	198	-54	+13
BELGIUM-LUX.....	---	1	1	3	***	+210
DENMARK.....	2	---	2	1	-100	-9
FRANCE.....	7	12	7	14	+71	+93
GERMANY, FED. REP.....	12	20	39	43	+64	+12
IRELAND.....	1	---	1	2	-100	+200
ITALY.....	---	---	2	2	---	---
NETHERLANDS.....	60	---	62	113	-100	+83
UNITED KINGDOM.....	22	15	63	21	-33	-67
OTHER EUROPE						
FINLAND.....	3	---	4	14	-100	+294
NORWAY.....	---	---	---	1	---	---
SWEDEN.....	---	1	8	14	***	+67
OTHER.....	13	11	25	29	-16	+13
TOTAL EUROPE.....	120	61	212	255	-50	+20
LATIN AMERICA.....	33	1	270	61	-97	-77
BERMUDA AND CARIBBEAN.....	---	3	92	4	***	-96
JAPAN.....	16	6	24	19	-60	-20
OTHER COUNTRIES.....	12	17	113	132	+39	+16
WORLD TOTAL.....	325	174	1,010	694	-46	-31
ONIONS, DEHYDRATED (JAN 1)						
CANADA.....	225	189	843	628	-16	-26
TOTAL EC-TEN.....	363	602	1,787	2,137	+66	+20
BELGIUM-LUX.....	---	---	24	8	---	-67
DENMARK.....	12	19	29	61	+61	+110
FRANCE.....	1	33	27	105	***	+294
GERMANY, FED. REP.....	106	215	511	705	+103	+38
GREECE.....	---	---	5	6	---	+20
IRELAND.....	17	13	56	65	-26	+17
ITALY.....	19	21	34	39	+11	+15
NETHERLANDS.....	28	29	150	227	+2	+51
UNITED KINGDOM.....	180	273	951	921	+51	-3
OTHER EUROPE						
FINLAND.....	17	---	27	96	-100	+254
NORWAY.....	33	7	128	86	-79	-33
SWEDEN.....	32	44	173	269	+38	+56
OTHER.....	110	136	382	566	+23	+48
TOTAL EUROPE.....	555	789	2,498	3,154	+42	+26
LATIN AMERICA.....	21	5	68	77	-74	+12
BERMUDA AND CARIBBEAN.....	4	50	7	99	***	---
HONG KONG.....	---	---	---	---	---	-100
JAPAN.....	202	51	521	454	-75	-13
OTHER COUNTRIES.....	58	142	432	497	+144	+15
WORLD TOTAL.....	1,066	1,227	4,369	4,909	+15	+12
(IN GALLONS)						
WINES, FROM FRESH GRAPES JAN:						
CANADA.....	353,509	297,081	1,516,554	1,262,987	-16	-17
TOTAL EC-TEN.....	177,677	127,547	468,625	423,352	-28	-10
BELGIUM-LUX.....	3,650	43,423	8,409	77,555	***	+822
DENMARK.....	1,392	2,691	47,517	4,224	+93	-91
FRANCE.....	4,741	633	11,297	12,094	-87	+7
GERMANY, FED. REP.....	18,105	9,608	45,625	44,613	-47	-2
IRELAND.....	---	---	2,719	5,985	---	+120
ITALY.....	---	---	1,651	---	---	-100
NETHERLANDS.....	7,585	1,632	19,984	7,392	-78	-63
UNITED KINGDOM.....	142,204	69,560	331,423	271,489	-51	-18
OTHER EUROPE						
FINLAND.....	---	---	475	---	---	-100
NORWAY.....	---	---	1,050	624	---	-61
SWEDEN.....	409	12,481	5,676	14,911	***	+163
OTHER.....	7,358	7,357	74,929	29,041	---	-61
TOTAL EUROPE.....	185,444	147,385	550,755	467,928	-21	-15
LATIN AMERICA.....	63,830	19,901	200,637	102,322	-69	-49
BERMUDA AND CARIBBEAN.....	71,824	62,965	284,705	268,536	-12	-6
HONG KONG.....	6,098	7,291	25,321	29,746	+20	+17
JAPAN.....	41,100	35,149	101,096	115,914	-14	+15
OTHER COUNTRIES.....	21,935	10,787	89,613	83,417	-51	-7
WORLD TOTAL.....	743,740	580,559	2,768,681	2,330,850	-22	-16



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